

Message Text

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PAGE 01 TOKYO 06951 120809Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
-----120822Z 046628 /20

P R 120745Z MAY 77
FM AMEMBASSY TOKYO
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7670

UNCLAS TOKYO 6951

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC PROCUREMENT STATUS REPORT COB MAY 11
JULY ELECTRONIC SHOW

REF: (A) TOKYO 6281, (B) USDOC 08608

1. PA'S REC'D FROM OIM, FIVE: (A) GERMANIUM POWER; (B) MICRO NETWORKS; (C) SILICON; (D) VERNITRON; (E) TRW.

2. PA'S ENROUTE FROM OIM, TWO: (A) ELECTRONIC FUSION; (B) EXTELCOM INT'L.

3. OIM VERBALS, FOUR: (A) BECHMAN INSTRUMENTS; (B) HARRIS PUBLISHING; (C) LASERMATION; (D) XILOG.

4. PA'S REC'D LOCALLY, FIVE: (A) CORTON TRADING/DIONICS, EPIDYNE, LSL COMPUTER SYSTEMS; (B) KAN ELECTRONICS/ABLESTICK, SMALL PRECISION, TRIO-TECH, WEST BOND; (C) KBK/ABBOT TRANSISTOR, AUGAT INC, COSAR CORP, BURR-BROWN; (D) K.K. EWIG/ BRYANT; (E) PHOENIX TRADING/MATTHEWS INT'L. ALL PA'S EXCEPT PHOENIX'S TENTATIVELY ACCEPTED; NEED OIM CONFIRMATION TO OFFICIALLY SIGN AND PROCESS THEM. ADVISE. FYI; TC NOTED CONFIRMATION RE TRIO-TECH AND WEST BOND REPRESENTED
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BY KAN ELECTRONICS.

5. LOCAL VERBALS, TEN (POSSIBLY 12 PA'S): (A) ANALOG DEVICES JAPAN; (B) BECTON DICKINSON/DIGITRAN; (C) HARRIS SEMICONDUCTOR; (D) INTEL JAPAN; (E) JEPICO/DIALIGHT, DALE ELECTRONICS, ELDRE COMPONENTS GRAYHILL; (F) MIKI PULLY/HELICAL PRODUCTS; (G) TEIJIN ADVANCED/DYNAMIC

MEASUREMENTS, RCL ELECTRONICS, SILICONIX, SMC CORP;
(H) TOYO/FACIRCHILD, PRECISION MONOLITHIS; (I) RIKEI
(TWO PA'S)/ AMERICAN TECHNICAL CERAMICS, AMPLICA,
COMMUNICATIONS POWER, DUNCAN ELECTRONICS, ELECTRONIC
ARRAYS, FREQUENCY WEST, JOHANSON MFG, RHG ELECTRONICS
LAB, UNITRODE; (J) YASAKA (POSSIBLY 2 PA'S)/GARRY MFG,
NACOM, PENELGRAPHIC, STAVAR, VISUAL COMMUNICATIONS, VITEK,
WATERS MFG.

6. LOCAL POSSIBLES, FOUR: DAG LTD/ACHESON INDUSTRIES;
DENSHO/MINI CIRCUITS; HYSOL JAPAN; SANKEN ELECTRIC/SPRAGUE.
TC WILL TRY TO CLOSE THEM BY MAY 13, TARGET DATE CLOSE
OF LOCAL SOLICITATION WILL ADVISE. COMBINED TOTALS:
12 PA'S, 14-16 VERBALS.

7. ADVISE OIM CONCURRENCE RE PARAS ABOVE AND PROVIDE
WRAP-UP CABLE REFLECTING LATEST OIM PROCUREMENT STATUS.
ALSO, PLS INDICATE WHICH OIM PARTICIPANTS/VERBALS
SEEKING REPRESENTATION OPENLY THROUGH SUBJECT SHOW.
ADVANCED INFO NEEDED BY MAY 20, FOR SHOW FLYER/CATALOG.

8. WOULD APPRECIATE OIM PROVIDING LIST OF POTENTIAL
JAPANESE REPS OR THEIR ADDRESS LABELS FOR REPPIND
SERVICE FOR THOSE SEEKING REPRESENTATION ASAP.

9. ALSO, PLS PROVIDE U.S. STATE OF ART INFO
ELECTRONIC COMPENSMENTS/MATERIALS INDUSTRIES. INFO
NEEDED FOR PRESS CONFERENCE TENTATIVELY SCHEDULED JUNE
23.

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10. TC NOW CONSIDERING FEASIBILITY OF CATALOG SHOW,
IN OSAKA AND NAGOYA. WILL ADVISE.
SHOESMITH

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Message Attributes

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Sent Date: 12-May-1977 12:00:00 am
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Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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